

Performance of Wipro Limited for Quarter ended June 30, 2010

Suresh Senapaty
Executive Director and Chief Financial Officer
July 23, 2010

Financial Summary for the Quarter ended June 30, 2010 (IFRS)



Wipro Limited (Consolidated)

Particulars	Revenue Rs. Crores	Growth YoY
Revenue	7,236	16%
Profits Before Interest & Tax	1,449	27%
Profits After Tax	1,319	31%

Key Segmental Results

Segment	Revenue Rs. Crores	Growth YoY	PBIT Rs. Crores	Growth YoY
IT Services	5,500	14%	1,350	26%
IT Products	832	13%	34	15%
Consumer Care & Lighting	641	23%	88	11%

Highlights for the Quarter – IT Services



1. **Seeing uptick in demand – performance beats the upper end of guidance on constant currency**
2. **Strong performance on Margins – up by 30 bps despite salary increase as well impact of lower price realizations**

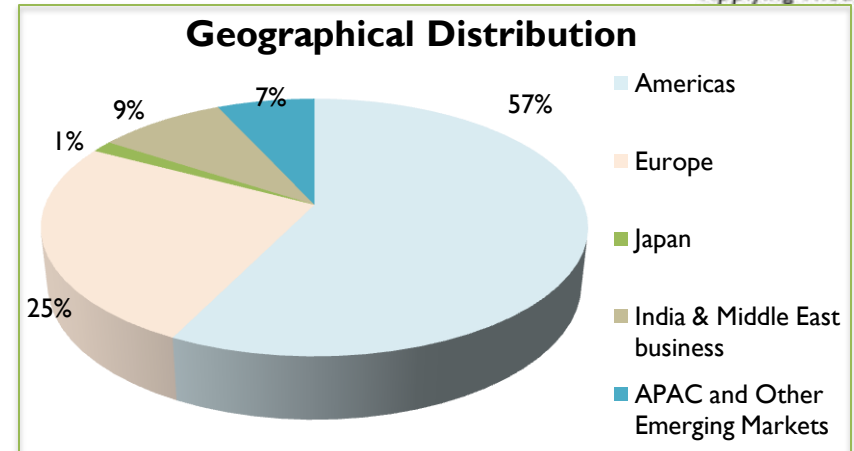
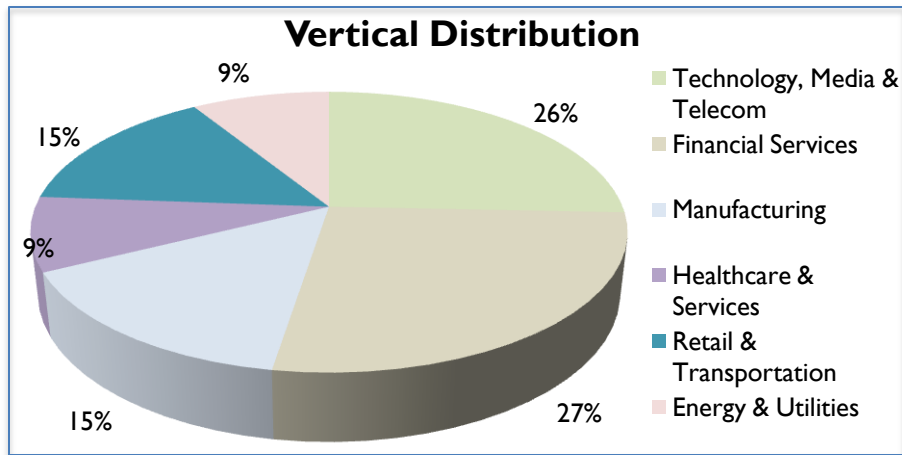
- Constant currency Revenues at **\$1,218 Mn**, sequential growth of 4.4%
- Reported Revenues at **\$1,204 Mn**, sequential growth of 3.2%

- Margins expanded 30bps sequentially to 24.5%; 2.4% expansion YoY

- Highest net billable headcount add in the history of Wipro

- 100 Accounts with Revenue greater than \$10 million

IT Services - Revenue Dynamics for Quarter ending June 30, 2010



Service Lines:

- Package implementation grew 10% sequentially and Product Engineering Services grew 18% sequentially
- Consulting grew 51% YoY

Geographies:

- Americas grew 4.3% sequentially,
- India & Middle East business grew 5.4% sequentially
- APAC & Other Emerging Markets grew 5.6% sequentially

Verticals:

- CMSP and Financial Services both grew 6.4% sequentially
- Manufacturing grew 6% sequentially while Retail and Transportation grew 5.1% sequentially

IT Services – Deal Wins



- Signed an agreement for Wipro to take over the ownership and management of Citibank's data center in Germany – Our first data center facility in Europe which will enable us to offer a full portfolio of Infrastructure Management Solutions to our European and global clients
- Wipro & Magyar Telekom signed a multi-year transformation deal with the objective of leveraging Wipro's global transformation experiences to provide comprehensive range of business & technology services
- We also signed a multi-year deal with one of the largest oil and gas companies to provide managed services across the global functions application landscape
- The India & Middle East region saw some good traction in the Government segment with key wins including the Crime and Criminal Tracking Network (CCTNS) project from the Ministry of Home Affairs and a build and operate contract for State Data Center project from Tamil Nadu Government

Other Highlights

Wipro Consumer Care and Lighting (WCCL)

- Consumer Care and Lighting business recorded Revenues of Rs. 6.41 billion, an increase of 23% YoY and PBIT of Rs. 878 million, an increase of 11% YoY
- International business has done well with Enchanteur, Safi and Romano having grown well
- Santoor No.1 brand in AP and No.2 brand in Karnataka

Wipro Infrastructure Engineering (WIN)

- We are the worlds largest third party Hydraulics player.
- India market continues to be strong with volumes at near peak levels
- Seeing a rebound in Europe - returned to 55% of peak levels after being down to 20-30%

WIN-Eco-energy:

- Continue to drive Energy Managed Services
- Confidence in our business model has increased significantly, validated by the market & our wins

Looking ahead



Looking ahead, for the quarter ending September 30, 2010, we expect the Revenue from our IT Services business to be in the range \$1,253 Mn* to \$1,277 Mn*

* Guidance is based on the following constant currency exchange rates: GBP/USD at 1.48, Euro/USD at 1.27, AUD/USD at 0.87, USD/INR at 45.68



Supplemental Data

Key Operating Metrics of IT Services

Key Operating Metrics in IT Services for the Quarter ended June 30, 2010



Particulars	Q1 11	Q4 10	Q1 10
Revenue Composition:			
Technology, Media & Telecom	25.7%	25.6%	26.7%
Financial Services	26.9%	26.1%	26.3%
Manufacturing	15.1%	14.8%	15.5%
Healthcare & Services	8.5%	9.2%	8.0%
Retail & Transportation	14.9%	14.7%	15.2%
Energy & Utilities	8.9%	9.6%	8.3%
Geography Composition:			
Americas	57.3%	56.7%	59.7%
Europe	25.4%	26.3%	25.5%
Japan	1.5%	1.5%	1.8%
India & Middle East business	9.0%	8.8%	7.9%
APAC & Other Emerging Markets	6.8%	6.7%	5.1%
People related			
Number of employees	112,925	108,071	98,521
Net Additions	4,854	5,325	711

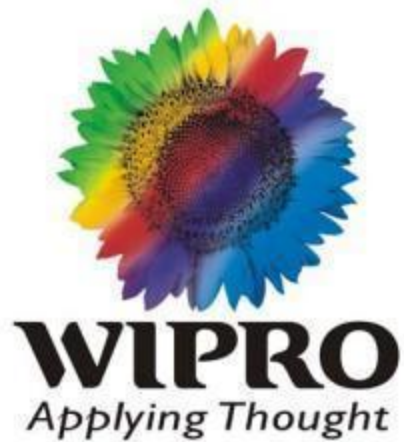
Key Operating Metrics in IT Services for the Quarter ended June 30, 2010



Particulars	Q1 11	Q4 10	Q1 10
Customer Concentration:			
Top Customer	2.9%	2.5%	2.6%
Top 5	10.9%	10.5%	11.4%
Top 10	19.8%	19.3%	20.6%
Active Customers	858	845	830
No. of New Customers	22	27	26
Repeat Business	99.6%	96.5%	99.5%
Onsite Revenue (IT Services)	52.2%	49.4%	49.6%
Off Shore Revenue (IT Services)	47.8%	50.6%	50.4%

Customer Size Distribution:

\$ 100 Mn+	2	2	1
\$75Mn +	9	9	7
\$50Mn +	17	16	17
\$20Mn +	58	56	53
\$10Mn +	100	96	97
\$5Mn +	165	166	156
\$1Mn +	434	406	413



Thank You

Suresh Senapaty

Executive Director and CFO

Suresh.senapaty@wipro.com